

4.15.10  
Label: 1984 FISSP  
Conference

March 14, 1984

MEMORANDUM

TO: All Sales, Peter, Ed, John F.  
FROM: Jan McDaniel *Jan*  
SUBJECT: Federal Government Conference

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Attached is a copy of the letter sent to the FISSP clients announcing their client conference. Please be advised that the dates for the conference are June 7-8. The two day conference will be sold to non-clients and prospects for the fee of \$495. Let me know if you have any questions regarding this conference or the Joint Client Conference which will be held in Boston during the month of August.

JMCD:dd

INPUT



# INPUT

1943 LANDINGS DRIVE, MOUNTAIN VIEW, CA 94043

(415) 960-3990

March 7, 1984

Mr. Edward K. Wachter  
Director, Program Development  
SCIENCE APPLICATIONS INC.  
Receiving Department, Upper Lobby  
1710 Goodridge Drive  
C3 Phase II R Houtary  
McLean, VA 22102

Dear Ed:

Plans for INPUT's first Federal Information Systems and Services Program Client Conference are well underway. The theme of the conference is "Federal Information Resources - Strategy and Technology." The conference will address, from both vendor and government perspectives, the marketing and technological issues involved in addressing user and contract requirements of the federal government. Topics are expected to include the impact of personal computers, the diversity of systems integration approaches, the alternatives of ADP lease versus purchase, changes in the Teleprocessing Services Program and Federal Supply Schedules, and requirements for emerging technologies. INPUT's 1984 conference will examine the tactical and strategic options of this dynamically changing marketplace and suggest alternatives.

Please reserve the dates of June 7-8, 1984, for the conference. The location will be the Holiday Crowne Plaza in Rockville, Maryland, which can be reached easily from Washington, D.C. The hotel offers a location convenient to our nation's capital, an excellent conference center, and a deluxe recreational complex.

Within the next six weeks you will be receiving a conference registration form and a tentative agenda. If you have any questions regarding the conference, please contact Jan McDaniel, Conference Coordinator, at INPUT's headquarters (415) 960-3990 or Gay Adams at INPUT's Washington office (301) 231-7350.

We are looking forward to a stimulating and challenging conference. We hope to see you in June.

Sincerely,

Peter A. Cunningham  
President

PAC:ml

